ATTACHMENT 1

FORSYTH PRIVATE LABEL REQUEST

ACCOUNT NAME: PLAINFIELD TOBACCO. ___INDIRECT RETAIL CHAIN

ADDRESS: 3605 PARK AVE. ✓DIRECT ACCOUNT

(No P.O. Boxes) SOUTH PLAINFIELD, N.J. 07080 ___DIRECT RETAIL CHAIN

CHAIN ID/DA # 217281

IF CHAIN: _____ AVG. INDUSTRY CPW _____ PRESENT LOWEST PRICED BRAND

_____ AVG. RJR CPW _____ PRESENT LOWEST PRICED BRAND AVG. CPW

_____ IND. FP CPW

_____ IND. BS CPW

_____ # STORES

_____

(SUPPLIER(S) NAME AND #)

STORE TYPE _____ (C/S, SM, ETC.)

RJR MERCHANDISING PLAN: ___YES ___NO

IF D/A: PRESENT P/L BRAND(S) WAVE

ANN. RJR DOLLAR VOL. $4,900,000 PRESENT P/L ANN. CASE VOL. 140 CASES/YR.

RATIONALE FOR PRIVATE LABEL: RJR'S S.O.S.C IS 36.6, BAT AND WAVE COMBINED IS 45.0, PLAINFIELD TOBACCO COVERS THE WHOLE STATE OF N.J. WE NEED A FORSYTH BRAND TO DOMINATE THE SAVINGS CATEGORY IN THIS ACCOUNT NOW AND IN THE FUTURE AND PREVENT ANY COMPETITIVE ACTIVITY

COUNTIES AND STATES NEEDED: ALL COUNTIES IN N.J.

LARRY WOLFE 1240

INITIATOR'S NAME & DIV. #

(Please Print)

VOICE MAIL # 48795

_____

AVP SIGNATURE

RETAIL BONUS $_____

(CALCULATED BY S/A OFFICE)

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FOR FORSYTH USE ONLY

DATE RECEIVED _____

BRAND AVAILABLE _____ PLACED ON HOLD UNTIL _____

PICTURE/UPC'S SENT ___YES ___NOT YET AVAILABLE (NEW BRAND)

BLANK AGREEMENT SENT _____

51849 2790

Source: https://www.industrydocuments.ucsf.edu/docs/jhfy0000

ATTACHMENT 3

___NEW BRAND ___ NEW ACCOUNT ___ LINE EXTENSION

Forsyth/Field Sales Contact Person: _____ Phone: _____

Voice Mail: _____

Customer Services Contact Person: _____ Phone: _____

(Completed by Forsyth) (Completed by Forsyth)

Brand Name: _____

(Completed by Forsyth)

Brand Styles indicated below are those currently manufactured - if style(s) not needed, mark out; if additional styles needed, check appropriate block (current styles will be filled out by Forsyth when Brand is determined).

__FF 85 __LT 85 __LT M 85 __ULT 85 __FF M 85 __FF BOX __FF M BOX __LT 100 BOX

__FF 100 __LT 100 __LT M 100 __ULT 100 __FF M 100 __LT BOX __LT M BOX __NON-FILTER

Do you expect this new brand to behave like any of the following brands?

__GPC __BASIC __MONARCH __BEST VALUE __ _____

(Other)

Is the new brand replacing an existing brand? _____

(brand being replaced)

Please note any other pertinent information that may aid in the forecasting process (e.g., comparable accounts, estimated share, pricing issues, etc.)

_____

_____

_____

_____

_____

Are introductory promotions expected? __YES __NO If yes, attach promotions form from Forsyth Planning Guide.

TO BE FILLED OUT BY FORSYTH/CUSTOMER SERVICES

__ Check here if a forecast is needed for **all** accounts currently purchasing the brand (for line extensions only), or provide account information in the spaces below.

Account Names:	Account Numbers:	# of Stores to receive brand:	Whse Name/Number:

51849 2791

- When providing AIM data, Customer Services will pull 13 weeks of current information, when available.

Source: https://www.industrydocuments.ucsf.edu/docs/jhfy0000

ATTACHMENT 2

TO: GWEN SCOTT

FROM:

DATE:

BRAND

FIRST SHIP MO:

ACCOUNT #

NAME

ADDRESS

ATTN:

MAIL CHECK TO:

DIVISION NO:

	ORIGINAL AS OF:	REVISED AS OF:	REVISED AS OF:	REVISED AS OF:	REVISED AS OF:
LIST PRICE:					
P/L MONTHLY PMT					
MKTING. ACCRUAL PMT					
OFF-INVOICE ALLOW.					

DIRECT SHIP-TO LOCATIONS:

NEW*	DELETE*	SIS #	SHIP-TO

* INDICATE IN PROPER COLUMN WHETHER ADDING OR DELETING DIRECT ACCOUNT.

51849 2792

Source: https://www.industrydocuments.ucsf.edu/docs/jhfy0000